



# 2018年第3季法人說明會

2018.11



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# ▶ 報告大綱

●2018年第3季營運摘錄

●2018年第3季財務資訊

●2018年第3季經營成果

●附錄

# ▶ 營運摘錄

## 核心業務

- ★放款量YoY+2.0%
- ★存款量YoY+3.5%

## 獲利表現

- ★稅後盈餘YoY+6.6%，核心收益NII YoY+3.1%
- ★外幣存放利差YoY+28bps，財務操作收益YoY+55.15%

## 資產品質

- ★逾放比0.30%

## 資本水準

- ★資本適足率14.41%(YoY+1.54%)

# ▶ 報告大綱

● 2018年第3季營運摘錄

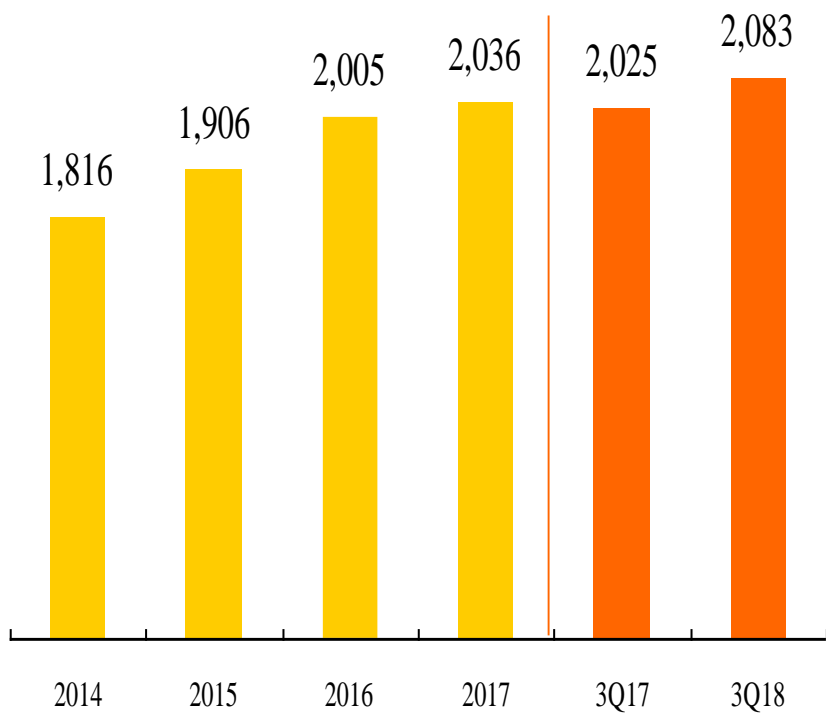
● 2018年第3季財務資訊

● 2018年第3季經營成果

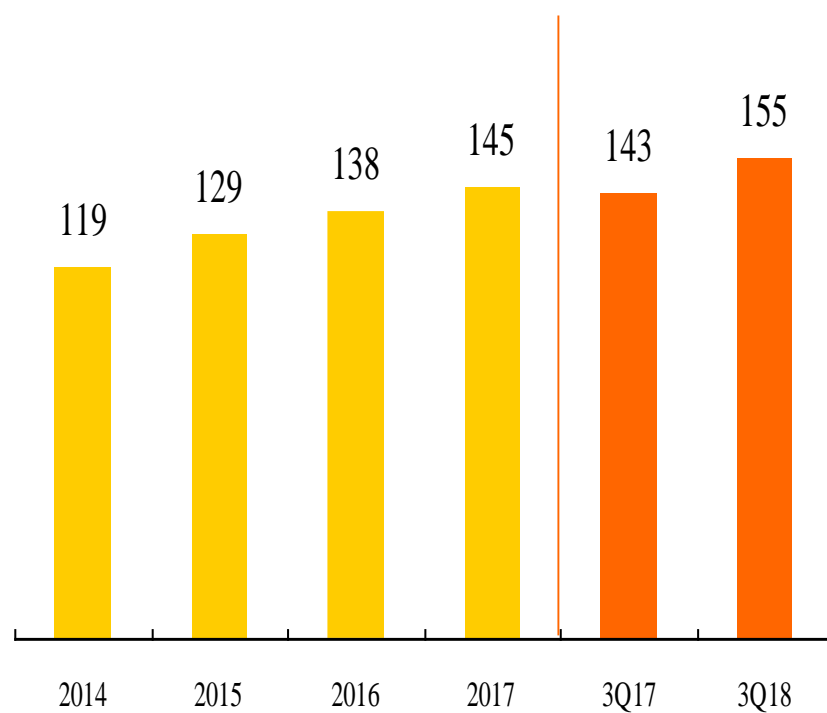
● 附錄

# ▶ 資產規模及淨值

Asset size (in NT\$ bn)

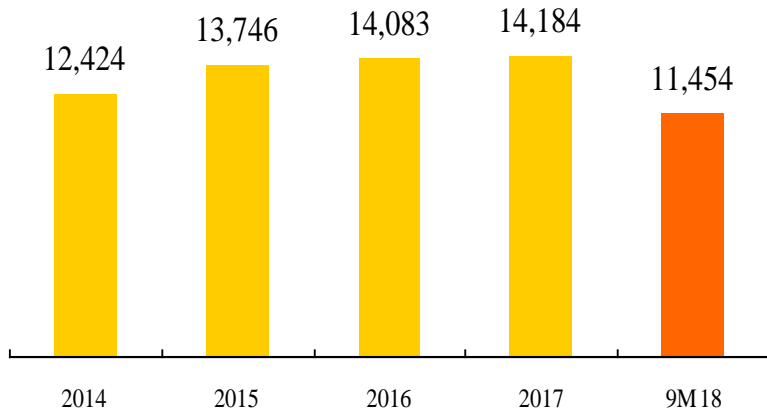


Net Worth (in NT\$ bn)

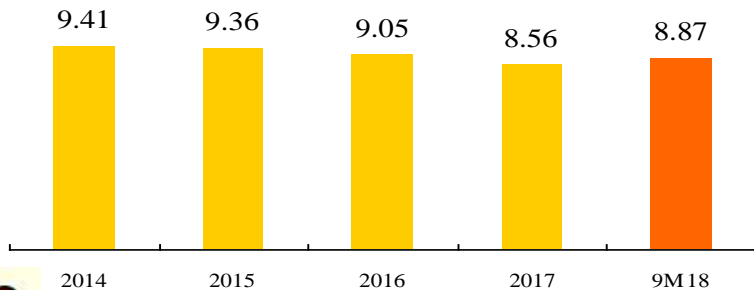


# ▶ 獲利表現

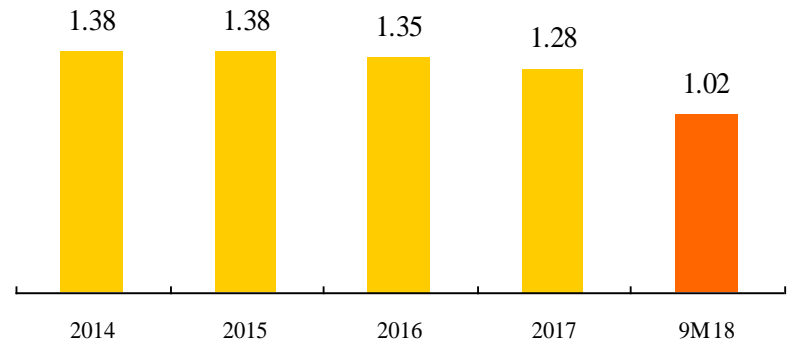
Net Income Before Tax (in NT\$ mn)



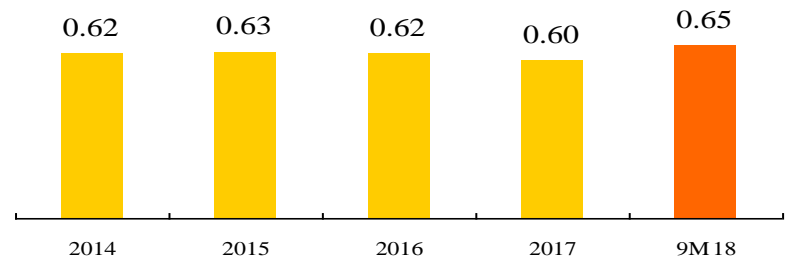
ROE



EPS After tax



ROA



1. ROE and ROA were after-tax figures and annualized figures.



# ▶ 提呆收呆前盈餘

| (In NT\$ mn )         | 9M17   | 9M18   | YoY(%) |
|-----------------------|--------|--------|--------|
| PPOP <sup>1</sup>     | 11,028 | 13,013 | 18.0%  |
| Provision Expense     | 2,339  | 2,187  | -6.5%  |
| Recovery              | 2,457  | 628    | -74.4% |
| Net Income Before tax | 11,146 | 11,454 | 2.8%   |
| Income Tax Expense    | 1,791  | 1,486  | -17.0% |
| Net Income After tax  | 9,355  | 9,968  | 6.6%   |

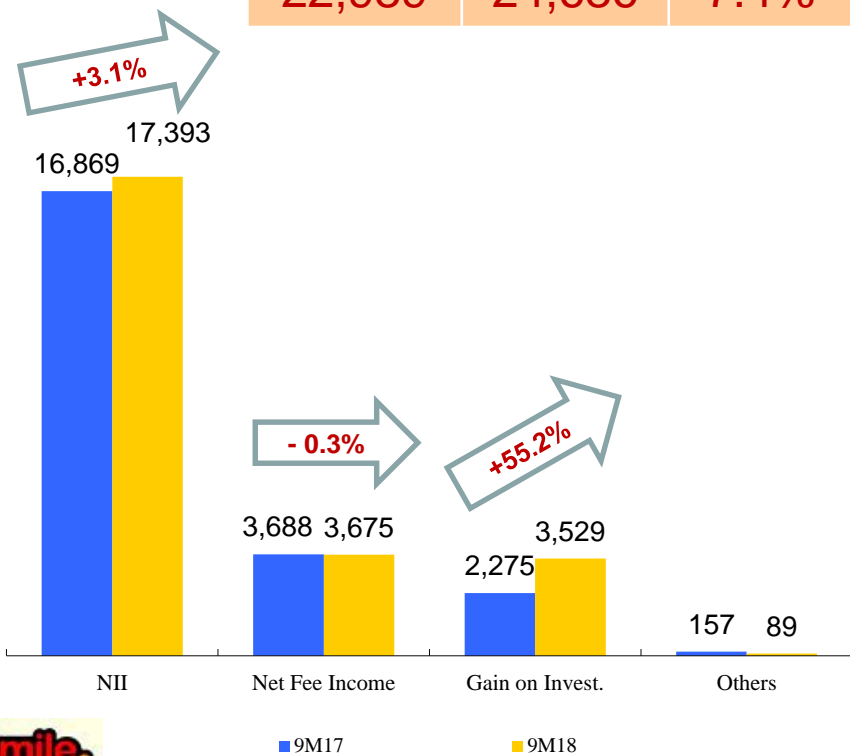
1.PPOP means Pre-Provision Operating Profits.



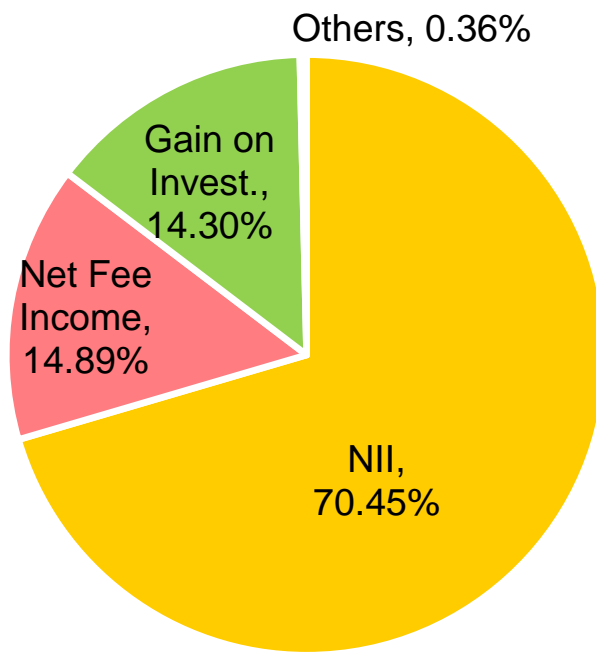
# ▶ 淨收益

## Net Revenue (in NT\$ mn)

| 9M17   | 9M18   | YoY  |
|--------|--------|------|
| 22,989 | 24,686 | 7.4% |



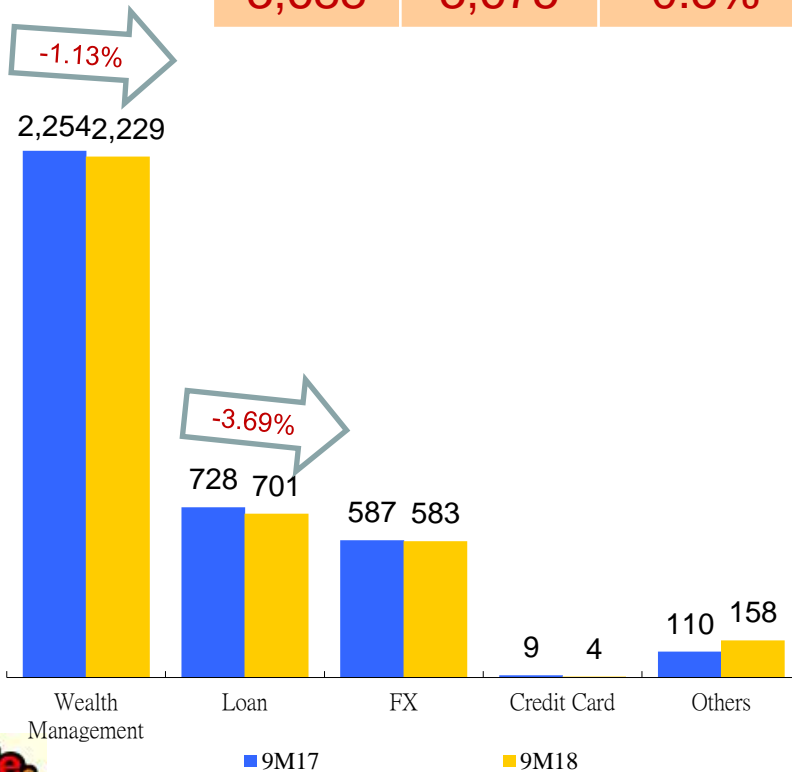
## 9M18 Net Revenue breakdown



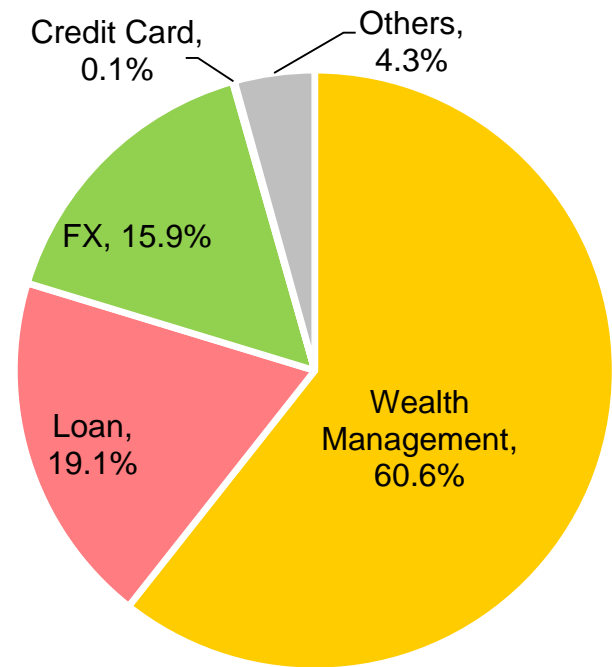
# ▶ 手續費淨收益

## Net Fee Income (in NT\$ mn)

| 9M17  | 9M18  | YoY   |
|-------|-------|-------|
| 3,688 | 3,675 | -0.3% |



## 9M18 Net Fee Income breakdown



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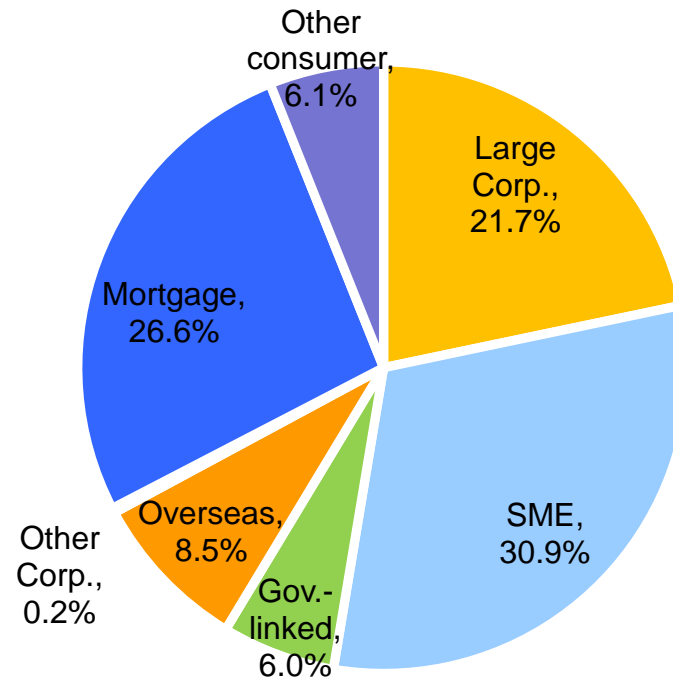
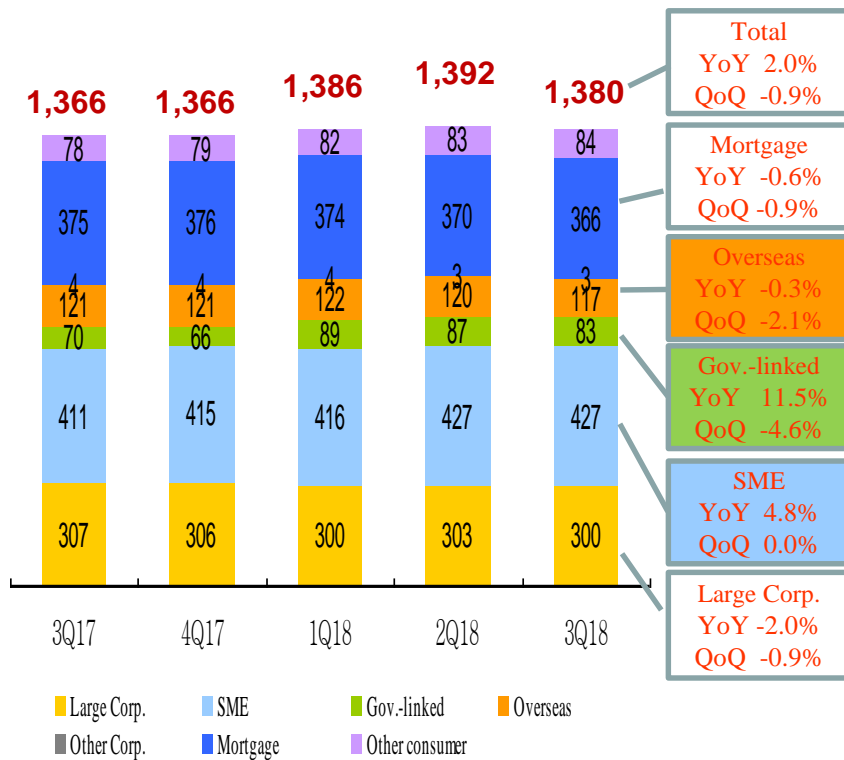
● 2018年第3季經營成果

● 附錄

# 放款結構：對象別

Quarterly loan balance (in NT\$ bn)

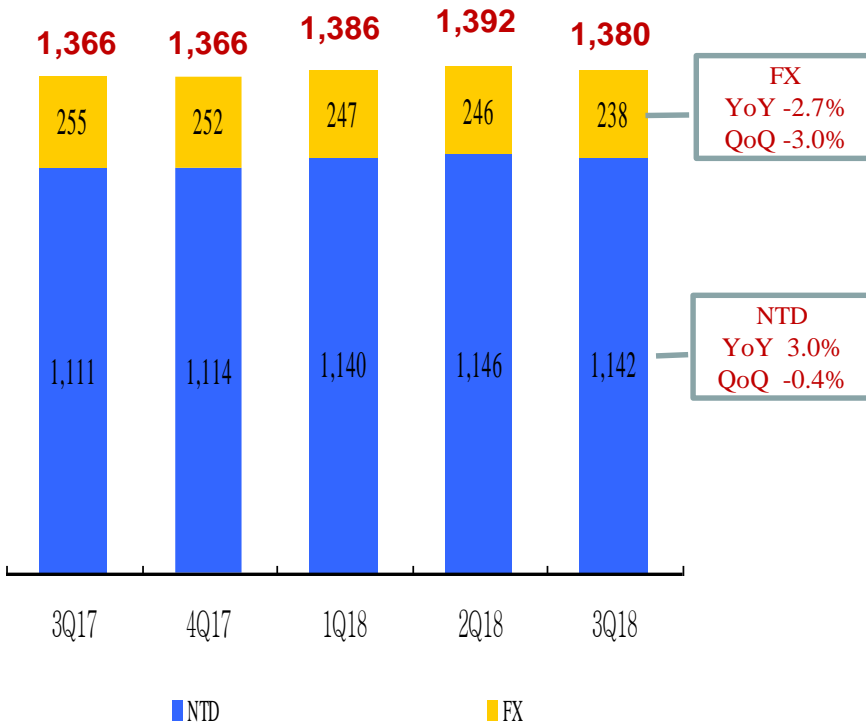
3Q18 loan breakdown by customer



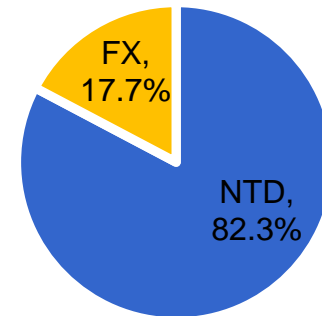
- Loans included ordinary loans, advances (credit card), factoring A/R, exchange bills negotiated, and import / export bills negotiated, and excluded overdue loans.
- Quarterly loan balance is single quarter average balance basis.
- YoY is yearly average comparison.

# ▶放款結構：台外幣

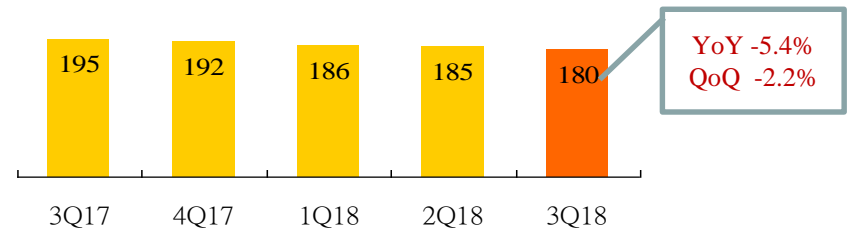
Quarterly loan balance (in NT\$ bn)



3Q18 loan breakdown by currency



Quarterly USD loan balance (in NT\$ bn)



1. Loans included ordinary loans, advances (credit card), factoring A/R, exchange bills negotiated, and import / export bills negotiated, and excluded overdue loans.
2. Quarterly loan balance is single quarter average balance basis.
3. YoY is yearly average comparison.

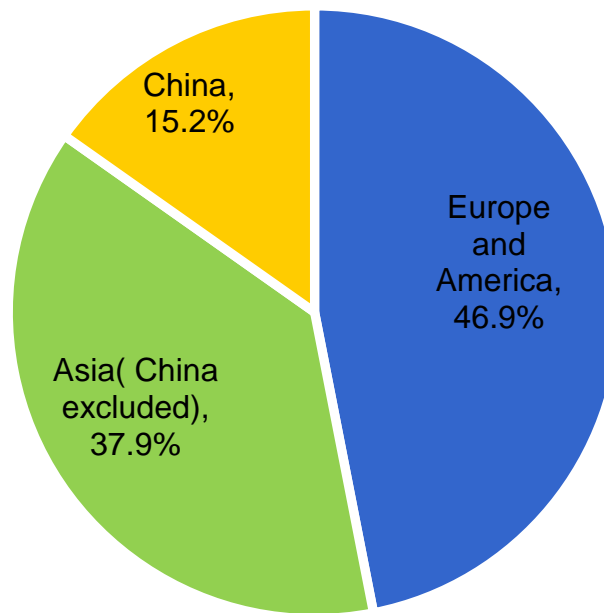
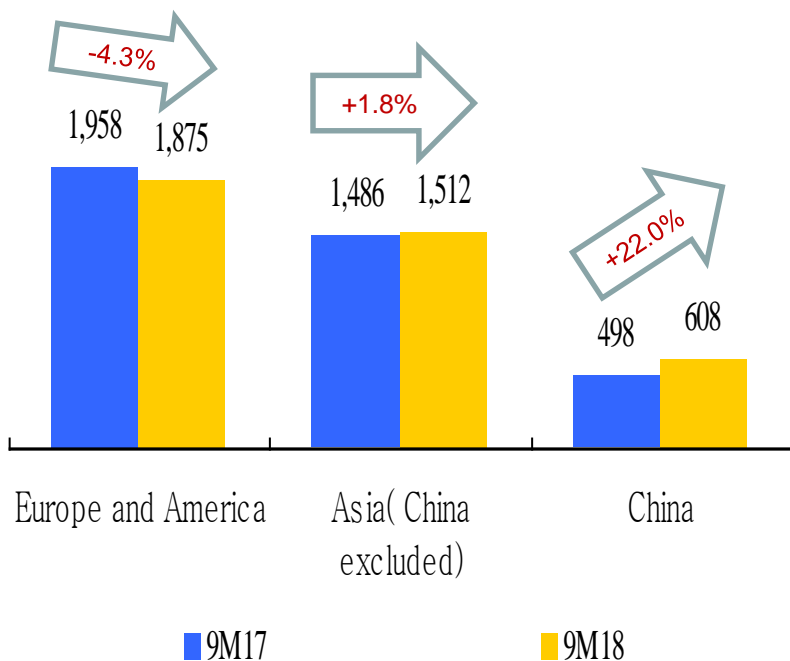


# 海外分行放款地區別

Overseas loan balance (in US\$ mn)

9M18 overseas loan breakdown by regions

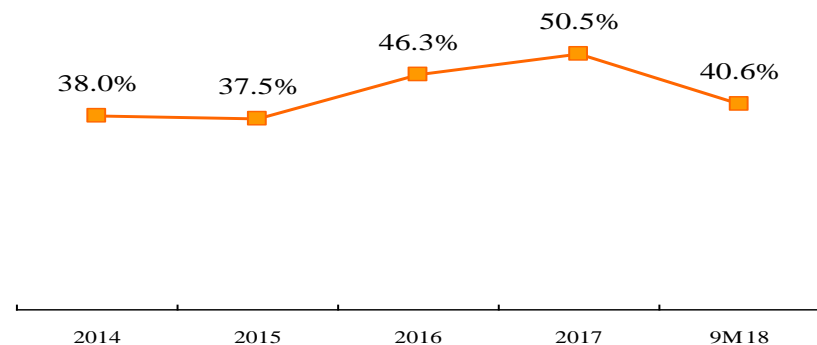
| 9M17  | 9M18  | YoY   |
|-------|-------|-------|
| 3,942 | 3,995 | 1.33% |



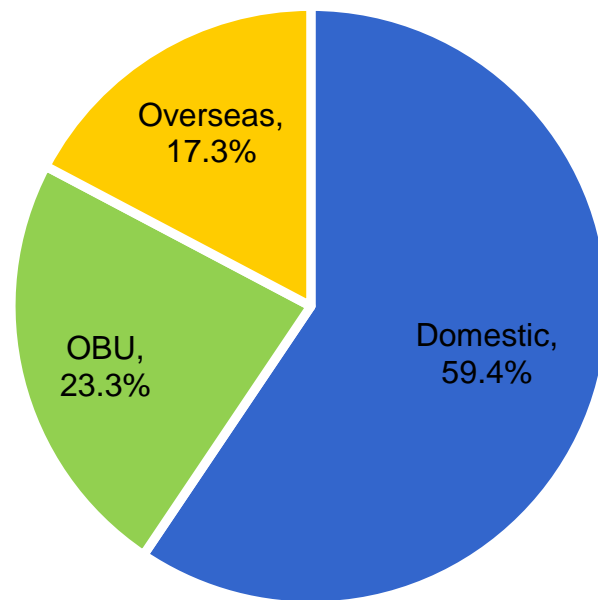
- Loans included ordinary loans, advances (credit card), factoring A/R, exchange bills negotiated, and import / export bills negotiated, and excluded overdue loans.
- The figures were the average of the years.
- Asia included HK branch.

# ▶ 境外獲利占比

## Overseas & OBU PPOP proportion

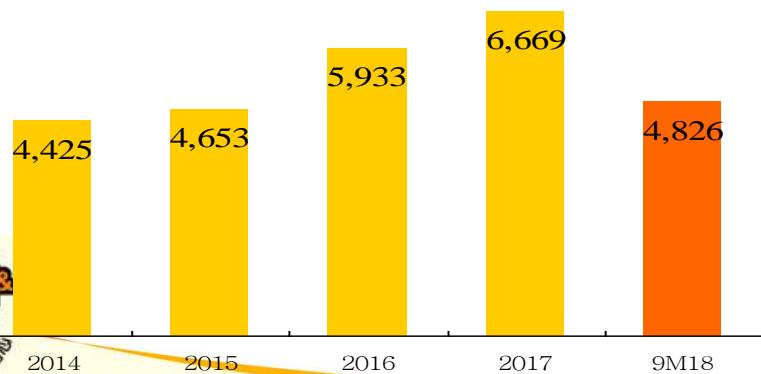


## 9M18 PPOP breakdown



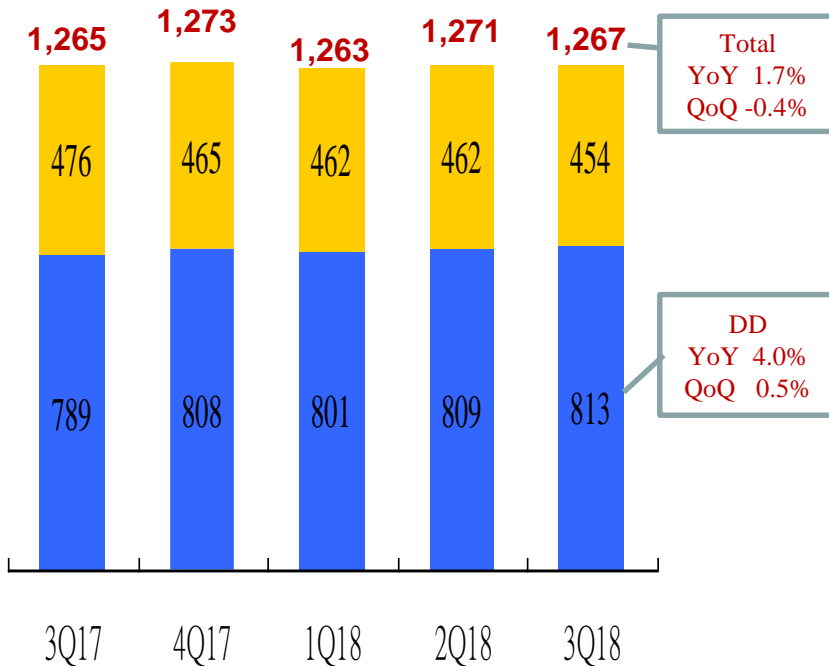
1. PPOP means Pre-Provision Operating Profits.

## Overseas & OBU Net Income Before Tax (in NT\$ mn)

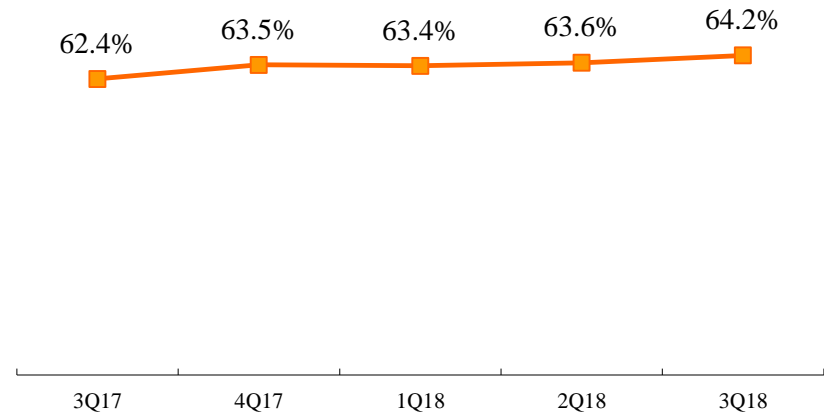


# 存款結構：台幣活/定期性

Quarterly NTD deposit balance (in NT\$ bn)



Quarterly NTD demand deposit proportion



■ Demand deposit      ■ Time deposit

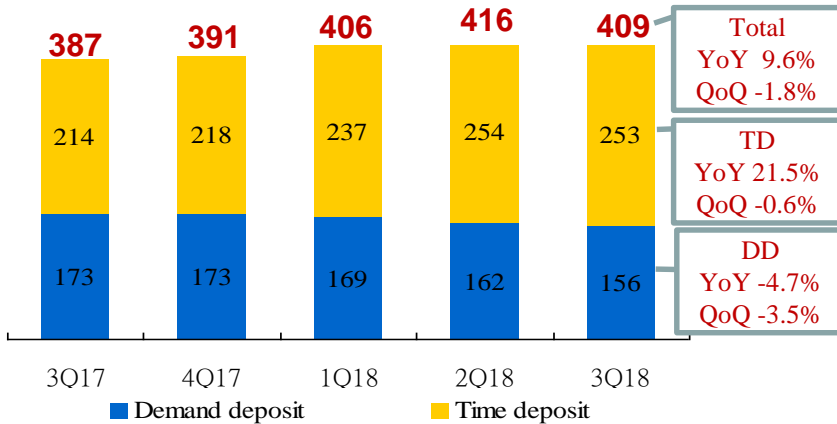
1. Quarterly deposit balance is single quarter average balance basis.
2. YoY is yearly average comparison



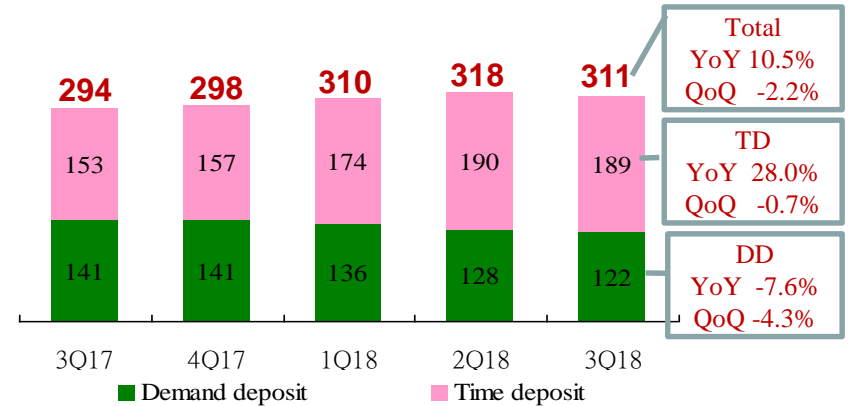


# 存款結構：外幣活/定期性

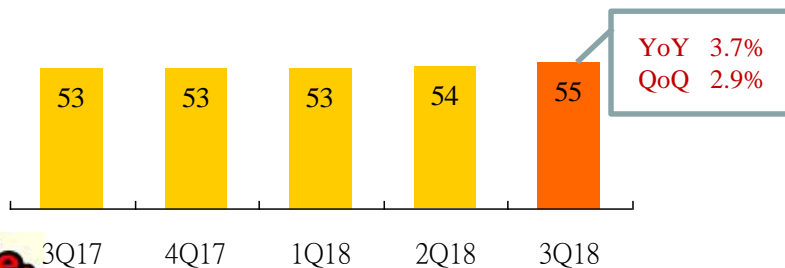
Quarterly FX deposit balance (in NT\$ bn)



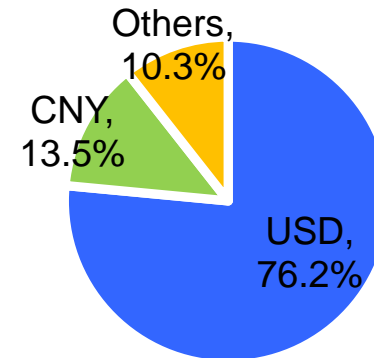
Quarterly USD deposit balance (in NT\$ bn)



Quarterly RMB deposit balance (in NT\$ bn)



3Q18 FX deposit breakdown by currency



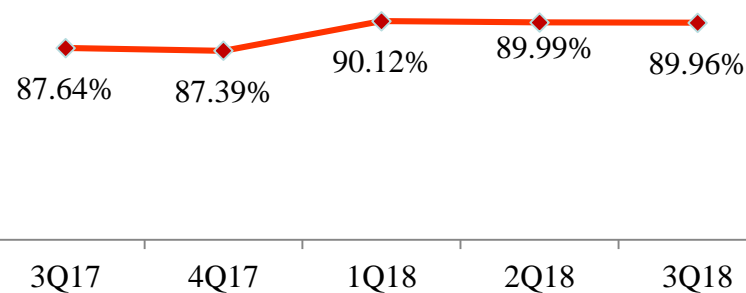
1. Quarterly deposit balance is single quarter average balance basis.
2. YoY is yearly average comparison

# ▶ 存放比

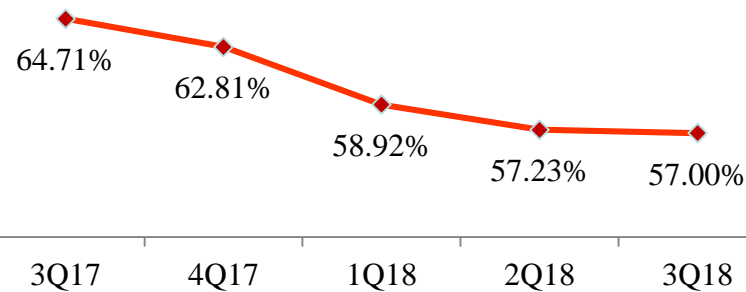
## Total LDR



## NTD LDR

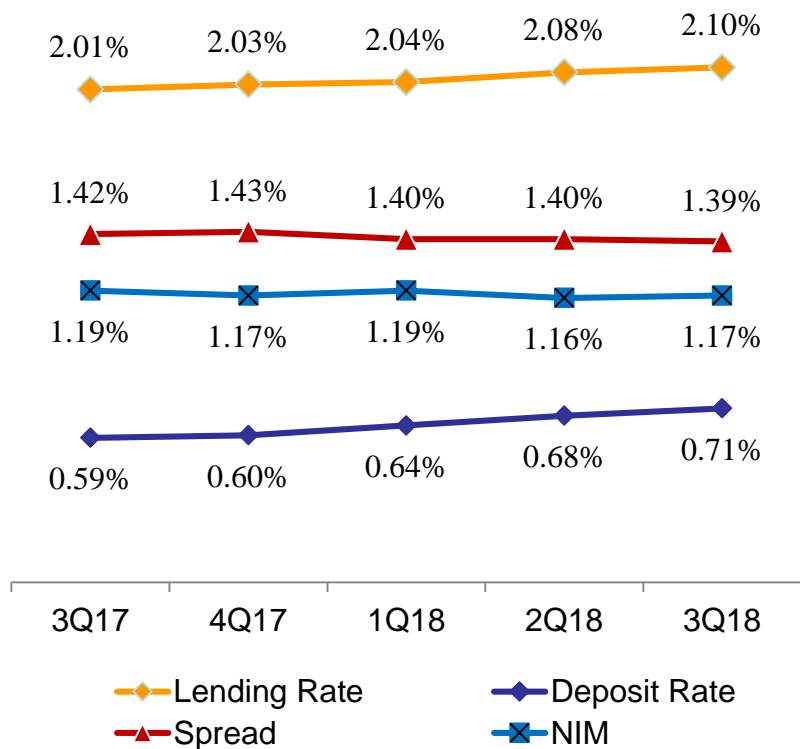


## FX LDR

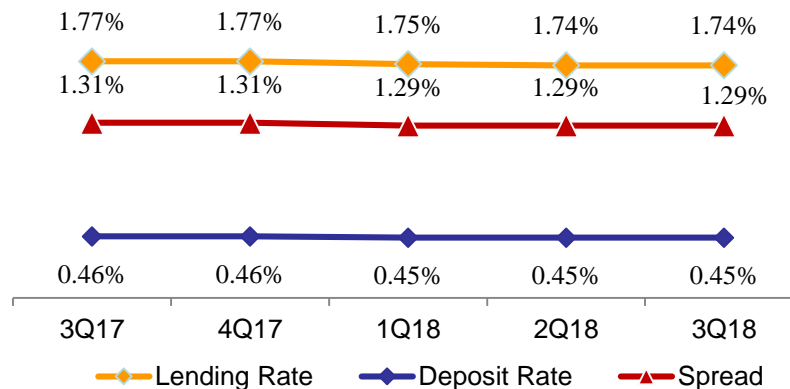


# 存放利差、淨利差

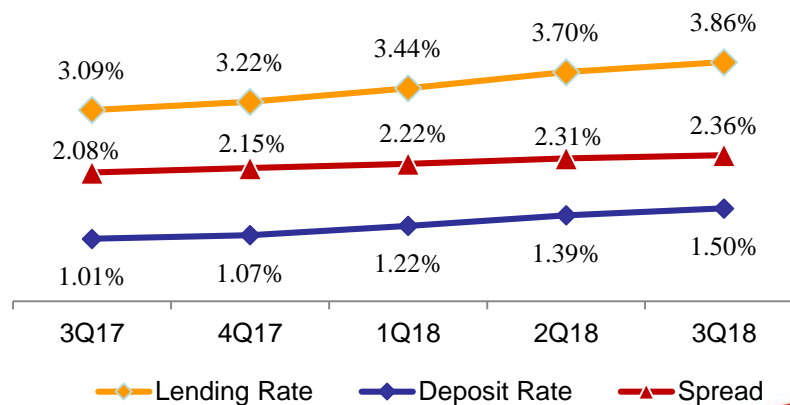
## Quarterly total loan interest spread and NIM



## NTD loan interest spread



## FX loan interest spread

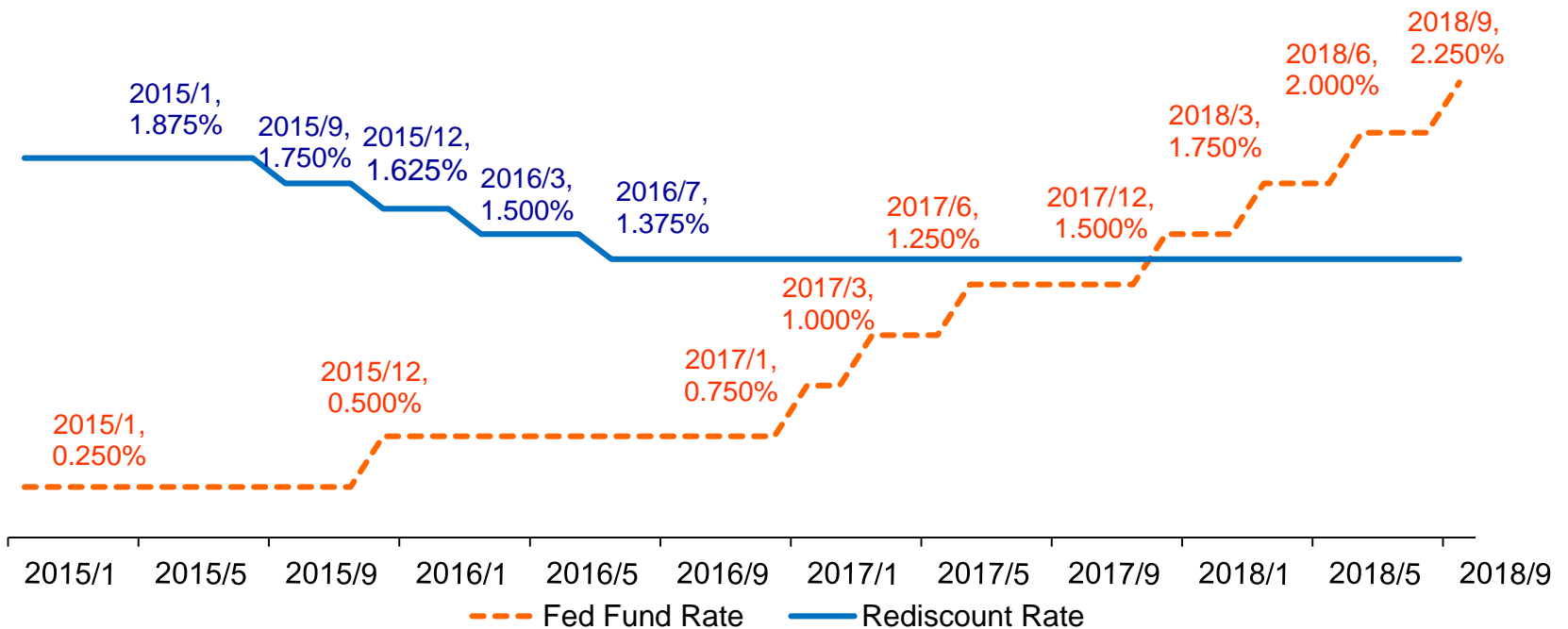


1. IFRS and quarterly basis.



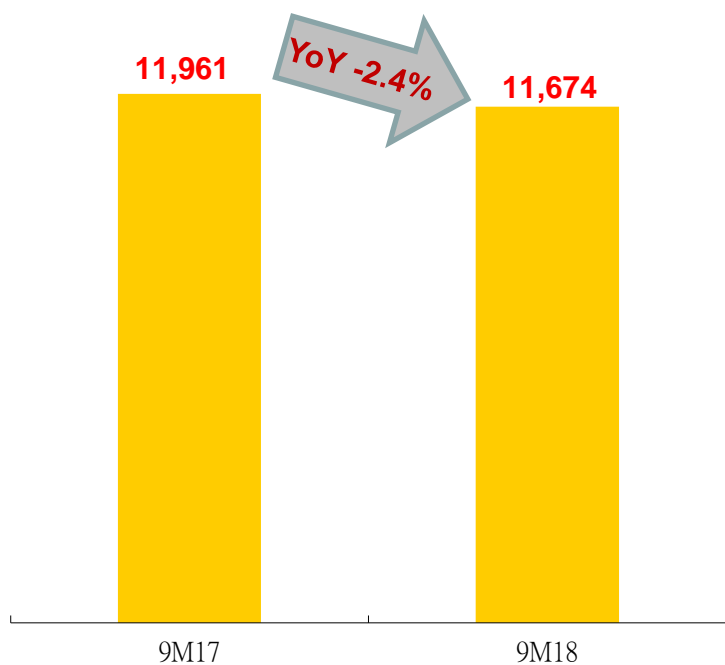
# FED與國內央行利率走勢

## Fed Fund Rate VS. Rediscount Rate

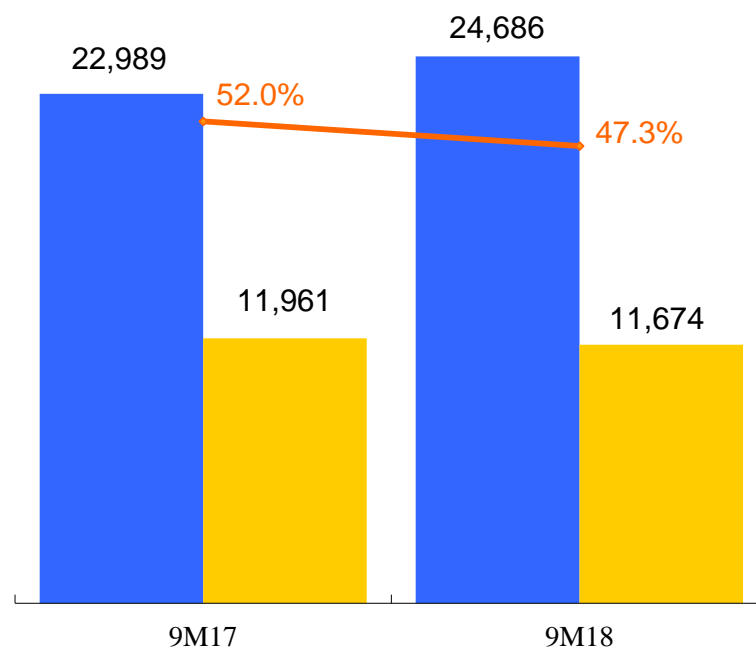


# ▶ 營業費用比

## Operating Expense (in NT\$ mn)



## Cost-Income Ratio

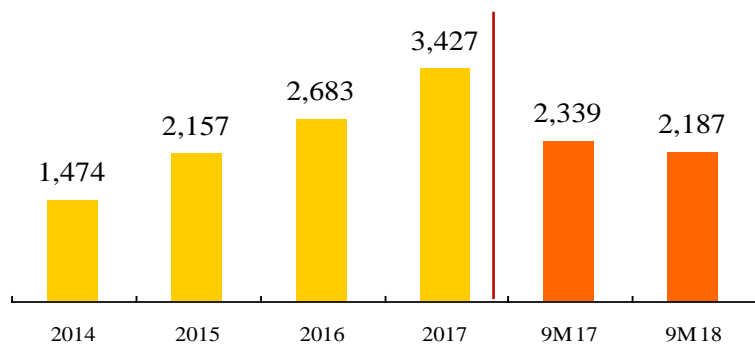


Net Revenue (in NT\$ mn)      Operation Expense (in NT\$ mn)

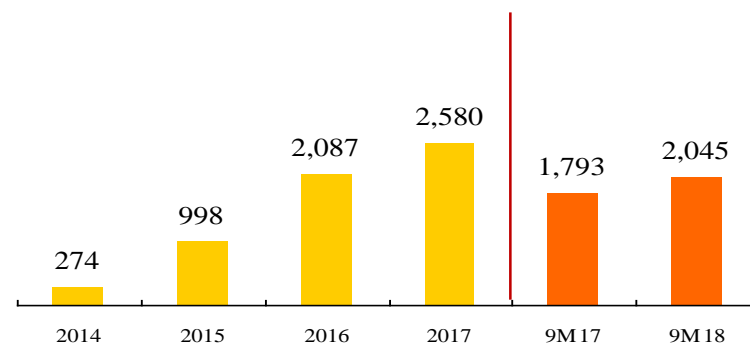
Cost-Income Ratio

# ▶ 放款提存、轉銷及收回

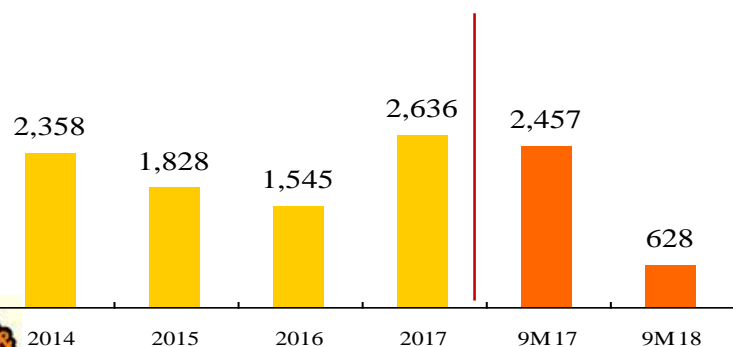
Provision (in NT\$ mn)



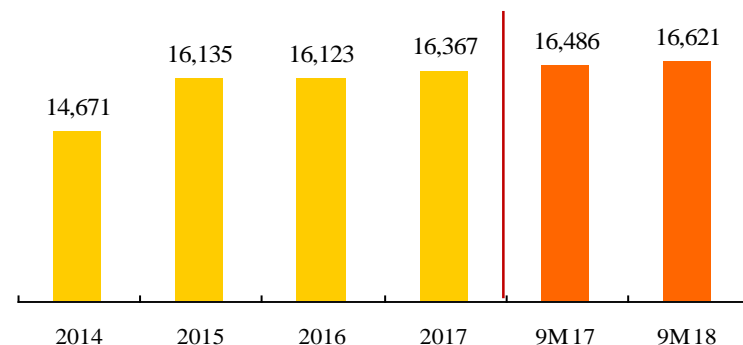
Write-Off (in NT\$ mn)



Recovery (in NT\$ mn)

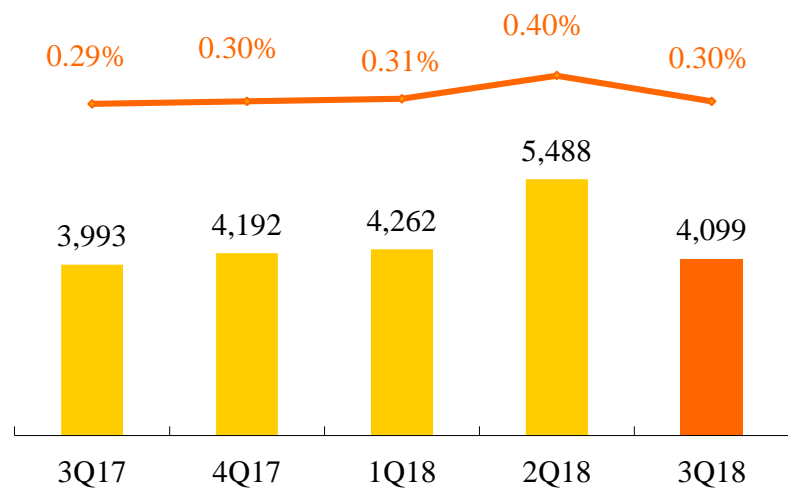


Reserve (in NT\$ mn)



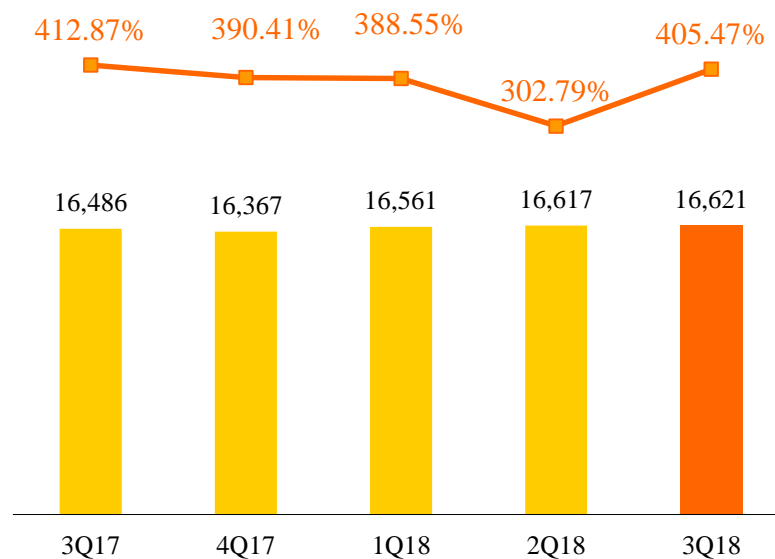
# 逾放比及覆蓋率

## NPL Ratio



■ NPL Balance(in NT\$ mn) — NPL Ratio

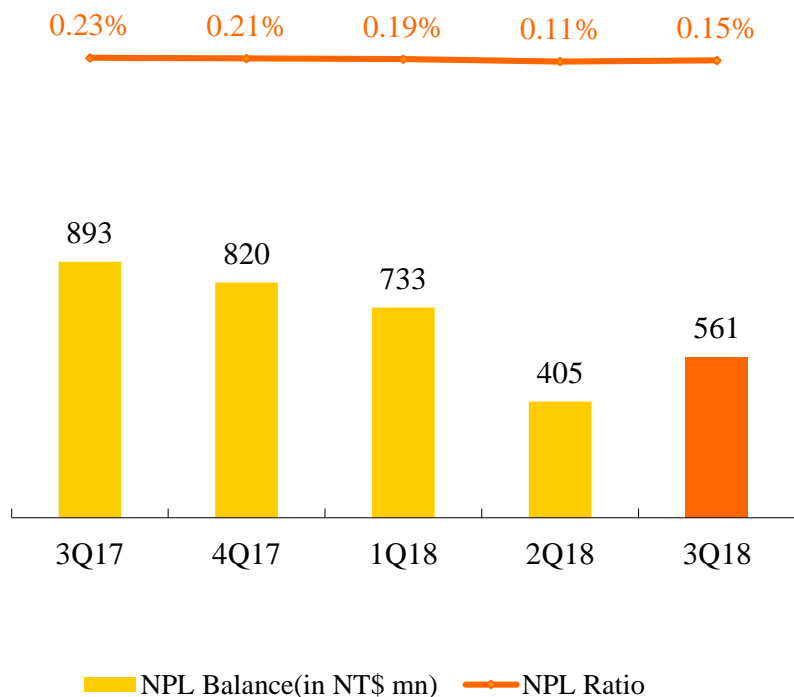
## Coverage Ratio



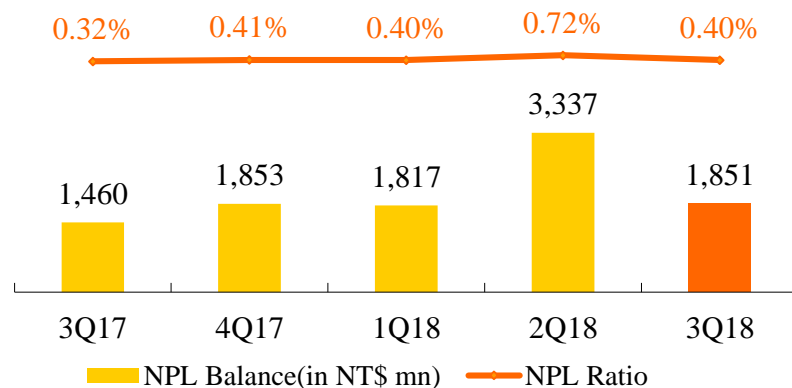
■ Loan loss reserved(in NT\$ mn) — Coverage Ratio

# ▶ 資產品質

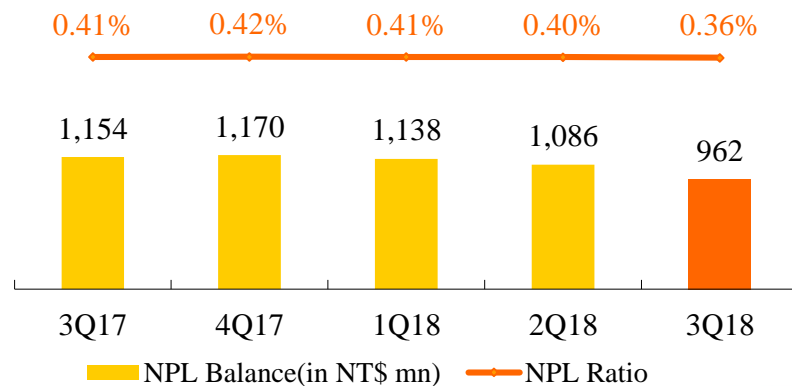
## Large Corp.



## SME



## Mortgage





# 信用評級及資本適足率

## Credit Rating

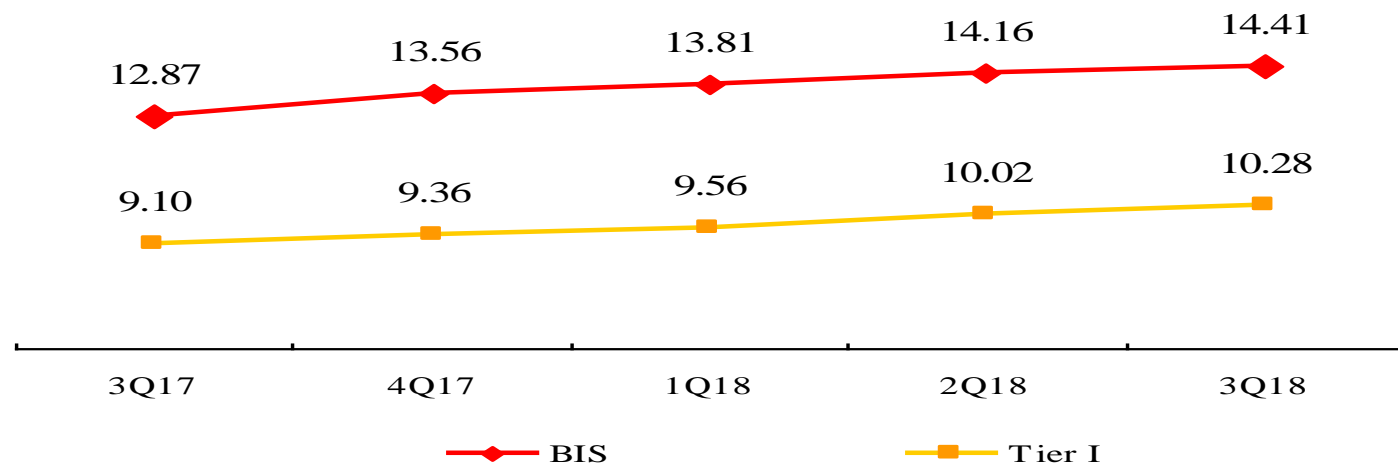
■ **Moody's** (Dec. 17 Review) :

- Long Term Rating : A2
- Short Term Rating : P-1
- Outlook : Stable

■ **S&P** (Dec. 17 Review) :

- Long Term Rating : BBB+
- Short Term Rating : A-2
- Outlook : Stable

## Capital Adequacy Ratio (%)



# 營運展望

## 強化核心業務

- 深耕優質中小企業融資及拓展外幣貸款，擴大存放利差。
- 依市場動態及客戶營運架構，提供客製化金融服務，並積極拓展國際貿易金融服務，成為企業資金調度樞紐。
- 爭取聯貸業務主辦商機，增裕聯貸手收挹注盈收。
- 持續精進授信風險管理，強化資產品質。

## 開發多元獲利來源

- 發展多元理財商品，提供目標客群合適商品，強化財富管理成長動能。
- 結合分行資源深耕中小企業戶，提供客製化財富管理服務。
- 靈活資產配置策略，提高財務操作效能。
- 參與都更計畫，提升自有資產活化效益。

## 擴大海外布局

- 東協布局有成，仰光辦事處及馬尼拉分行成功設立，並積極評估新南向國家及美國地區設立新據點。
- 加強海外分行業務及管理能力，落實合規文化。
- 持續加強海外布局，培訓專業人才，拓展國際金融網絡。

## 提升數位金融競爭力

- 培育數位金融人才，將大數據、區塊鏈及人工智慧等導入金融服務。
- 加強多元通路整合，優化行動支付交易流程，擴大行動支付應用場域。
- 建置全媒體客服系統，提升顧客滿意度及降低人力成本。
- 規劃社群平台，強化與客戶互動之管道，吸引年輕客群與本行業務往來。

## 落實法規遵循及公司治理

- 持續強化法遵制度及功能，確保法遵制度有效性，提升法遵文化與認知。
- 加強健全防制洗錢及打擊資恐機制，降低洗錢及資恐風險。
- 105至107年連續三年入選臺灣公司治理100指數成分股。

# ▶ Q&A時間



# ▶ 報告大綱

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# BALANCE SHEETS

(in NT\$ mn)

|   | Yearly Results   |                  |              | Quarterly Results |                  |                  |                  | YOY              |              |
|---|------------------|------------------|--------------|-------------------|------------------|------------------|------------------|------------------|--------------|
|   | 2016             | 2017             | Change%      | 3Q17              | 4Q17             | 1Q18             | 2Q18             | 3Q18             | Change%      |
| <b>Assets</b>                                     |                  |                  |              |                   |                  |                  |                  |                  |              |
| Cash & due from Banks                             | 240,024          | 239,850          | -0.07%       | 227,307           | 239,850          | 217,637          | 226,230          | 220,955          | -2.79%       |
| Financial assets at FVPL, net                     | 34,699           | 13,553           | -60.94%      | 15,984            | 13,553           | 9,209            | 12,253           | 11,918           | -25.44%      |
| Financial assets at FVOCI, net                    | -                | -                | -            | -                 | -                | 85,084           | 93,945           | 99,532           | -            |
| Financial assets for hedging                      | -                | -                | -            | -                 | -                | 227              | 238              | 216              | -            |
| Derivative financial assets for hedging           | 86               | 243              | 182.56%      | 250               | 243              | -                | -                | -                | -            |
| Financial assets at amortized cost, net           | -                | -                | -            | -                 | -                | 260,029          | 268,727          | 253,448          | -            |
| Receivables, net                                  | 20,280           | 24,670           | 21.65%       | 25,190            | 24,670           | 26,178           | 27,750           | 31,989           | 26.99%       |
| Loans, net  | 1,367,260        | 1,377,041        | 0.72%        | 1,355,397         | 1,377,041        | 1,368,570        | 1,370,075        | 1,368,161        | 0.94%        |
| Available-for-sale financial assets, net          | 76,825           | 73,176           | -4.75%       | 81,357            | 73,176           | -                | -                | -                | -            |
| Held-to-maturity financial assets, net            | 204,865          | 237,412          | 15.89%       | 243,006           | 237,412          | -                | -                | -                | -            |
| Other financial assets, net                       | 23,098           | 31,247           | 35.28%       | 38,365            | 31,247           | 58,716           | 55,812           | 57,491           | 49.85%       |
| Property and equipment, net                       | 20,802           | 20,640           | -0.78%       | 20,679            | 20,640           | 20,571           | 20,617           | 20,620           | -0.29%       |
| Investment property, net                          | 13,754           | 13,748           | -0.04%       | 13,749            | 13,748           | 13,746           | 13,745           | 13,743           | -0.04%       |
| Other assets                                      | 3,459            | 4,678            | 35.24%       | 3,780             | 4,678            | 6,483            | 5,622            | 4,956            | 31.11%       |
| <b>Total Assets</b>                               | <b>2,005,152</b> | <b>2,036,258</b> | <b>1.55%</b> | <b>2,025,064</b>  | <b>2,036,258</b> | <b>2,066,450</b> | <b>2,095,014</b> | <b>2,083,029</b> | <b>2.86%</b> |
| <b>Liabilities</b>                                |                  |                  |              |                   |                  |                  |                  |                  |              |
| Deposits from banks                               | 139,163          | 108,152          | -22.28%      | 115,214           | 108,152          | 136,291          | 143,330          | 113,712          | -1.30%       |
| Financial liabilities at FVPL                     | 18,093           | 12,309           | -31.97%      | 14,489            | 12,309           | 11,828           | 14,036           | 12,148           | -16.16%      |
| RP  | 2,955            | 3,119            | 5.55%        | 3,047             | 3,119            | 3,146            | 2,562            | 10,659           | 249.82%      |
| Deposits and remittances                          | 1,624,430        | 1,672,080        | 2.93%        | 1,660,625         | 1,672,080        | 1,680,943        | 1,674,631        | 1,683,083        | 1.35%        |
| Bank notes payable                                | 31,375           | 41,740           | 33.04%       | 41,745            | 41,740           | 39,526           | 46,539           | 46,518           | 11.43%       |
| Other liabilities                                 | 51,612           | 53,910           | 4.45%        | 46,891            | 53,910           | 43,309           | 63,057           | 62,306           | 32.87%       |
| <b>Total Liabilities</b>                          | <b>1,867,628</b> | <b>1,891,310</b> | <b>1.27%</b> | <b>1,882,011</b>  | <b>1,891,310</b> | <b>1,915,043</b> | <b>1,944,155</b> | <b>1,928,426</b> | <b>2.47%</b> |
| <b>Stockholders' Equity</b>                       |                  |                  |              |                   |                  |                  |                  |                  |              |
| <b>Total Liabilities and Stockholders' Equity</b> | <b>2,005,152</b> | <b>2,036,258</b> | <b>1.55%</b> | <b>2,025,064</b>  | <b>2,036,258</b> | <b>2,066,450</b> | <b>2,095,014</b> | <b>2,083,029</b> | <b>2.86%</b> |

# STATEMENTS OF COMPREHENSIVE INCOME

(in NT\$ mm)

|  | Yearly Results |               |                | Quarterly Results |              |              |              |              | Yearly Results |               |               |
|--|----------------|---------------|----------------|-------------------|--------------|--------------|--------------|--------------|----------------|---------------|---------------|
|  | 2016           | 2017          | Change %       | 3Q17              | 4Q17         | 1Q18         | 2Q18         | 3Q18         | 9M17           | 9M18          | Change %      |
| Interest Income  | 32,590         | 34,603        | 6.18%          | 8,839             | 8,981        | 9,178        | 9,602        | 9,702        | 25,622         | 28,482        | 11.16%        |
| Interest Expense   | 10,863         | 11,946        | 9.97%          | 3,053             | 3,193        | 3,408        | 3,804        | 3,878        | 8,753          | 11,090        | 26.70%        |
| <b>Net Interest Income</b>                                 | <b>21,727</b>  | <b>22,657</b> | <b>4.28%</b>   | <b>5,786</b>      | <b>5,788</b> | <b>5,770</b> | <b>5,798</b> | <b>5,824</b> | <b>16,869</b>  | <b>17,392</b> | <b>3.10%</b>  |
| Net Service fee and commissions income                     | 5,412          | 4,799         | -11.33%        | 1,208             | 1,111        | 1,226        | 1,166        | 1,283        | 3,688          | 3,675         | -0.35%        |
| Gains(losses) on financial assets and liabilities at FVPL  | 2,071          | 2,343         | 13.13%         | 415               | 695          | 746          | 603          | 693          | 1,648          | 2,042         | 23.91%        |
| Realized gains(losses) of AFS financial assets             | 432            | 564           | 30.56%         | 171               | 224          | 0            | 0            | 0            | 340            | 0             | -1            |
| Realized gains of financial assets at FVOCI                | -              | -             | -              | -                 | -            | 8            | 148          | 362          | 0              | 518           | -             |
| Gains(losses) on disposal of credit assets measured at AC  | -              | -             | -              | -                 | -            | -            | -            | -92          | 0              | -92           | -             |
| Foreign exchange gains(losses)                             | 280            | -77           | -127.50%       | 121               | -86          | -4           | 767          | 130          | 9              | 893           | 9822.22%      |
| Other miscellaneous net income                             | 1,086          | 511           | -52.95%        | 159               | 76           | 77           | 107          | 74           | 435            | 258           | -40.69%       |
| <b>Net income other than net interest income</b>           | <b>9,281</b>   | <b>8,140</b>  | <b>-12.29%</b> | <b>2,074</b>      | <b>2,020</b> | <b>2,053</b> | <b>2,791</b> | <b>2,450</b> | <b>6,120</b>   | <b>7,294</b>  | <b>19.18%</b> |
| <b>Net Revenues and gains</b>                              | <b>31,008</b>  | <b>30,797</b> | <b>-0.68%</b>  | <b>7,860</b>      | <b>7,808</b> | <b>7,823</b> | <b>8,589</b> | <b>8,274</b> | <b>22,989</b>  | <b>24,686</b> | <b>7.38%</b>  |
| Credit loss provisions, net                                | 1,138          | 791           | -30.49%        | -529              | 909          | 341          | 813          | 404          | -118           | 1,558         | 1420.34%      |
| <b>Operating Expenses</b>                                  | <b>15,787</b>  | <b>15,822</b> | <b>0.22%</b>   | <b>4,345</b>      | <b>3,861</b> | <b>3,820</b> | <b>3,966</b> | <b>3,888</b> | <b>11,961</b>  | <b>11,674</b> | <b>-2.40%</b> |
| Employee Benefits expenses                                 | 10,549         | 10,608        | 0.56%          | 3,052             | 2,486        | 2,576        | 2,588        | 2,543        | 8,122          | 7,707         | -5.11%        |
| Depreciation and amortization expenses                     | 718            | 719           | 0.14%          | 181               | 183          | 179          | 179          | 178          | 536            | 536           | 0.00%         |
| Other general and administrative expenses                  | 4,520          | 4,495         | -0.55%         | 1,112             | 1,192        | 1,065        | 1,199        | 1,167        | 3,303          | 3,431         | 3.88%         |
| <b>Income before income tax from continuing operations</b> | <b>14,083</b>  | <b>14,184</b> | <b>0.72%</b>   | <b>4,044</b>      | <b>3,038</b> | <b>3,662</b> | <b>3,810</b> | <b>3,982</b> | <b>11,146</b>  | <b>11,454</b> | <b>2.76%</b>  |
| Income Tax Expense   | 1,997          | 2,091         | 4.71%          | 645               | 300          | 233          | 674          | 579          | 1,791          | 1,486         | -17.03%       |
| <b>Net Income</b>  | <b>12,086</b>  | <b>12,093</b> | <b>0.06%</b>   | <b>3,399</b>      | <b>2,738</b> | <b>3,429</b> | <b>3,136</b> | <b>3,403</b> | <b>9,355</b>   | <b>9,968</b>  | <b>6.55%</b>  |
| Basic EPS(NT\$)  | 1.35           | 1.28          | -5.19%         | 0.36              | 0.27         | 0.36         | 0.31         | 0.35         | 0.96           | 1.02          | 6.25%         |
| Other comprehensive income                                 | -1,077         | -904          | 16.06%         | 117               | -844         | -63          | 551          | 341          | -60            | 829           | 1481.67%      |
| <b>Total comprehensive income</b>                          | <b>11,009</b>  | <b>11,189</b> | <b>1.64%</b>   | <b>3,516</b>      | <b>1,894</b> | <b>3,366</b> | <b>3,687</b> | <b>3,744</b> | <b>9,295</b>   | <b>10,797</b> | <b>16.16%</b> |